

# MATTHEW GRUSKIN, CO, CPED.

1071 NE 83<sup>rd</sup> Street, Miami FL 33138 | (561)702-3094 | Mattgruskin@gmail.com

## Professional Summary

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Innovative, customer-oriented healthcare administrator and medical professional offering a history of successful corporate business development and clinical experience. Strengths include sales, project management, account management and expertise in hospital and medical office environments.

## Skills

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- Process improvement
- Strategic planning
- Vendor sourcing and negotiations
- Microsoft Office Suite expert
- Complex problem solving
- Customer relations
- Team building expertise
- Revenue and profit maximization
- Healthcare sales
- Planning and development
- Knowledge of Medicaid statutes and regulations
- Quality improvement competency
- Analytical thinker
- Strong presentation skills
- EMR proficient
- Patient evaluation/intervention
- Patient-focused care

## Work History

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### Director of Orthotics

June 2016 to Current

#### Level 4 Orthotics & Prosthetics – Pembroke Pines, FL

- Responsible for developing and implementing a Best Value Program for revenue generation
- Led the planning of KPI's for Orthotists thought out the organization and established SOP's which achieved goals and objectives consistent with Level 4's mission and philosophy
- Led clinical orthotic team in delivering care services that promoted optimal patient outcomes
- Interpreted and communicated new or revised policies to staff
- Strategically planned methods to achieve operational goals and targets
- Closely collaborated with management team to make necessary improvements and satisfy patient and employee needs
- Negotiated vendor prices, terms of sales and service agreements
- Created alternative business plans to improve referral source relationships

### American Board-Certified Orthotist & Pedorthist

September 2010 to Current

#### Level 4 Orthotics & Prosthetics – Pembroke Pines, FL

- Treated a myriad of orthopedic ailments that required orthotic interventions
- Demonstrated ability to lead and motivate outstanding healthcare teams
- Strategized and implemented orthotic treatment plans while working with physicians, therapists and other allied healthcare workers
- Achieved clinical outcomes that changed patients' lives
- Provided patient and family education throughout the clinical process
- Managed team of orthotic residences and medical support personnel

### Adjunct Professor

January 2015 to Current

#### Barry University School of Podiatry – Miami Shores, FL

- Provided Clinical Education for Podiatry students
- Lectured on Biomechanics for second year Podiatry students
- Constructed PowerPoint presentations for in-class lectures

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## Pharmaceutical Sales Representative

January 2007 to September 2010

Eli Lilly & Company – Indianapolis, IN

- Achieved KPI's and surpassed sales quotas
- Provided Healthcare Practitioners with information that strengthened their understanding of the pharmacologic and physiologic information on specific products
- Implemented brand strategies and developed clear business initiatives which increased sales volume
- Launched several first-to-market Pharmacologics
- Assisted team with sales forecasting, goal setting and performance reporting

## Marketing Intern

January 2005 to January 2006

Eclipsys Corporation – Boca Raton, FL

- Created and distributed a bi-weekly digital corporate newsletter
- Tracked accounts receivable for the annual EMR trade show
- Worked on public relations agendas
- Entered and assigned new leads using CRM tools
- Wrote press materials and made presentations that were reviewed then submitted to media representatives

## Education

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**MBA:** Healthcare

2018 (Currently Enrolled)

Florida International University, Miami FL

**Graduate Degree:** Orthotics & Prosthetics

2012

University of Hartford, Hartford, CT

**Bachelor of Arts:** Marketing & Advertising

2002

Lynn University, Boca Raton, FL

- Lynn University, 2002-2006
- Academic Scholarship
- Honors Society

## Certifications

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- Lean Six Sigma Yellow Belt
- American Board-Certified Orthotist, Pedorthist
- Microsoft Office Certified
- Six Sigma Green Belt (Currently Enrolled)

## Accomplishments

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- Guest Presenters at Keiser University for Occupational Therapy Assistant Program
- Consultant for BOC and Applied Measurement Professionals, Inc. for O&P Certification Exam
- Published and Presented at American Academy of Orthotics and Prosthetics
- Leadership Award at Eli Lilly - 2007

*References Upon Request*